

Message Text

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PAGE 01 TRIPOL 01027 091316Z

53

ACTION AF-04

INFO OCT-01 SS-14 ADP-00 NSC-10 NSCE-00 PM-03 L-02 MC-02

EB-03 CIAE-00 INR-10 NSAE-00 RSC-01 DODE-00 TRSE-00

RSR-01 /051 W

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R 091240Z AUG 73

FM AMEMBASSY TRIPOLI

TO SEXSTATE WASHDC 0401

C O N F I D E N T I A L TRIPOLI 1027

LIMDIS

FOR ATTENTION AF/N

E.O. 11652: GDS

TAGS: MASS, LY

SUBJ: DEFENSE SALES: ITT NEGOTIATIONS FOR LIBYAN
AIR DEFENSE SYSTEM

1. ROBERT OLSON, GENERAL MANAGER OF ITT DEFENSE SYSTEMS GROUP CURRENTLY IN TRIPOLI WITH FIVE-MAN TECHNICAL TEAM DISCUSSING POSSIBLE ITT SUPPLY OF INTEGRATED RADAR/COMMUNICATIONS/COMMAND POSTS, ETC. SYSTEM FOR LIBYAN AIR DEFENSE. OLSON SAYS ITT EXPORT OFFICE ALREADY DISCUSSING STRATEGIC CONTROLS ISSUE WITH DEPARTMENT. HE CALLED ON ECONOFF AUGUST 9 FOR DISCUSSION GENERAL BUSINESS ATMOSPHERE IN LIBYA AND TO RECEIVE BRIEFING ON LIVING CONDITIONS WHICH ITT TECHNICIANS WILL EXPERIENCE IF THEY MOVE TO LIBYA FOR INSTALLATION, TRAINING PHASE, AND EARLY OPERATION OF SYSTEM. OLSON SAID PACKAGE WILL COST LIBYANS APPROXIMATELY US \$50 MILLION, WILL INVOLVE STATIONING OF THIRTY TO FORTH ITT PERSONNEL PLUS FAMILIES IN LIBYA AND ALSO WILL MEAN TRAINING FOR LIBYAN OPERATOS AND MAINTENANCE PERSONNEL IN U.S. ITT OPERATING UNDER LIBYAN AIRMED FORCES DEADLINE FOR
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PAGE 02 TRIPOL 01027 091316Z

COMPLETION OF NEGOTIATIONS AND SIGNING OF CONTRACTS BY

AUGUST 25. IF CONTRACT SIGNED AND EXPORT APPROVALS OBTAINED, ITT PERSONNEL WILL ARRIVE IN LIBYA BEFORE JANUARY 1, 1974. FIRST GROUPS OF LIBYAN TRAINEES WOULD DEPART FOR U.S. TRAINING AT APPROXIMATELY THE SAME TIME.

2. EMBASSY NOT IN POSITION COMMENT ON STRATEGIC CONTROLS ASPECTS THIS SALE. BALANCE OF PAYMENTS BENEFITS ARE CLEAR. LIBYAN TRAINEES WANTING TO GO TO U.S. WILL BE WELCOME ADDITIONAL LEVERAGE IN OUR EFFORTS RESOLVE PASSPORT PROBLEMS. OLSON, LIKE DONEGAN OF TWA AND OTHER BUSINESSMEN NEGOTIATING DEALS INVOLVING U.S. TRAINING, PLANS CLEARLY SPELL OUT IN CONTRACT THAT OBTAINING VISAS IS LARGE PROBLEM, NOT CONTRACTOR'S. JOSIF

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